

Subject card

Subject name and code	Negotiations in International Business, PG_00119410						
Field of study	International Economic Relations						
Date of commencement of studies	October 2023	Academic year of realisation of subject			2025/2026		
Education level	Bachelor's studies	Subject group			Obligatory subject group in the field of study		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	3	Language of instruction			Polish		
Semester of study	6	ECTS credits			1.0		
Learning profile	academic	Assessment form			credit		
Conducting unit	Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Tomasz Gutowski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan	Participation in consultation hours	Self-study	SUM		
	Number of study hours	15	0.0	0.0	15		
Subject objectives	Familiarize the student with the methods and tools used during the international negotiation process						
Learning outcomes	Course outcome	Subject outcome			Method of verification		
	[MSGL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	Able to assess the scale of opportunities in exploiting the potential of a partner The student discusses concerns during consultations with the instructor			[SK1] oral statement/conversation/discussion		
	[MSGL3_K01] is ready to recognise the importance of knowledge in the field of economics in the process of identifying and solving economic problems and to consult experts in case of difficulties in solving them independently	Has the ability to verify information and prepare solution options			[SK2] presentation/project/paper/report		
	[MSGL3_W07] knows and understands types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect	Able to assess the scale of opportunities in exploiting the potential of a partner			[SW5] implementation of a problem task		
	[MSGL3_U06] can identify selected risks related to international operations of enterprises and assess their consequences correctly	Has the ability to verify information and prepare solution options			[SU5] implementation of a problem task		
	[MSGL3_U14] can interact and work in a team (including an international one), taking various roles within it	Ability to work in groups and make compromises			[SU2] presentation/project/paper/report		

Subject contents	<p>Intercultural communication; - Intercultural differences - .</p> <p>The process of international negotiations - Elements of the process - .</p> <p>Negotiator's expectations vs. company's expectations.</p> <p>Negotiations; - Types of negotiations - Ways of building a negotiation team.</p> <p>Etiquette in the process of international negotiations</p>								
Prerequisites and co-requisites									
Assessment methods and criteria	<table border="1"> <thead> <tr> <th data-bbox="451 539 794 577">Subject passing criteria</th> <th data-bbox="794 539 1137 577">Passing threshold</th> <th data-bbox="1137 539 1487 577">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="451 577 794 611">Workshop</td> <td data-bbox="794 577 1137 611">60.0%</td> <td data-bbox="1137 577 1487 611">100.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Workshop	60.0%	100.0%
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Workshop	60.0%	100.0%							
Recommended reading	Basic literature	<p>M.Chmielecki., Techniki negocjacji i wywierania wpływu, OnePress, 2022</p> <p>R. Fisher, B.Patton, W. Ury, Dochodząc do TAK, PWE, Warszawa 2016</p>							
	Supplementary literature	<p>Grodzicki J., Relacje pracownicze w przekroju międzypokoleniowym, Pieniądze i Więż nr 2 (71), 2016</p> <p>Ch.Voss, Never split the difference, Penguin Books 2017</p> <p>Zasady negocjacji, red.nauk. R.Lewicki, Dom Wydawniczy Rebis, Poznań 2008</p>							
	eResources addresses								
Example issues/ example questions/ tasks being completed	Case study analysis and evaluation								
Work placement	Not applicable								

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